



Report to the Business Administration Committee

Pre-Solicitation Terms for Landscape Maintenance and Sidewalk Snow Removal Services

at

Washington Dulles International Airport

and

The Dulles Toll Road

January 2016



Purpose

Staff requests that the Business Administration Committee concur with the issuance of two separate full and open competitively-negotiated procurements using the Lowest Price Technically Acceptable (LPTA) method to select firms to: 1) provide landscape maintenance and sidewalk snow removal services for Washington Dulles International Airport (Dulles International) and 2) to provide landscape maintenance for the Dulles Toll Road (DTR).

Background

The current landscape maintenance and sidewalk snow removal services for Dulles International and the DTR are provided through one consolidated contract with Blake Landscapes, Inc., of Leesburg, Virginia. The existing contract was procured in 2011 and will expire November 30, 2016. The contract has a 50 percent LDBE participation requirement. The current annual cost for Dulles International is \$1.5 million. The current annual cost for the DTR is \$600,000.

The Dulles International requirement includes plant and turf maintenance, landscape improvements, irrigation, maintenance of irrigation systems, pesticide application, monitoring and clean-up of grounds. The service area encompasses 221 acres of landscape and turf and an additional 257 acres of parking lots that require litter control.

Contract scope also includes sidewalk snow removal services, to be provided for Dulles International only, for approximately 6.64 linear miles or 35,045 square yards.

Background (continued)

The DTR requirement includes plant and turf maintenance, landscape improvements, tree removal, irrigation, pesticide and herbicide application, monitoring and clean-up of grounds. Cleaning of grounds will also include dead animal removal and roadway sweeping. The service area encompasses approximately 300 acres of landscape and turf along a 14-mile corridor.

Two separate procurements are recommended for these services with both solicitations having a two-year base with three one-year options.

- LDBE participation for the DTR is set at 100 percent.
- LDBE participation for Dulles International is set at zero percent to ensure adequate competition.
- The new contracts would commence on December 1, 2016.

In accordance with the Airports Authority's "Living Wage" policy, the contractors will be required to pay their employees a minimum of \$13.74 per hour.

Evaluation

The Technical Evaluation Committee selection will be based on the following criteria, in descending order of importance:

- Past Performance
- Project Understanding
- Management Plan



Evaluation (continued)

Criteria under the LPTA process are judged on an acceptable-unacceptable basis only. No other rating or qualitative value will be assigned. Award will be made to the lowest price, technically acceptable, responsive and responsible Offeror.



Recommendation

Staff requests that the Business Administration Committee concur with the issuance of two separate full and open competitively-negotiated procurements using the LPTA method to select firms to provide landscape maintenance and sidewalk snow removal services for Dulles International and landscape maintenance for the DTR. Both contract awards will require Committee and Board Approval.



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